

THE WASHINGTON HERALD

REAL ESTATE AND BUILDING SECTION

WASHINGTON, D. C., SUNDAY, APRIL 4, 1909.

Third Part:
Pages 1 to 8.

Third Part:
Pages 1 to 8.

PARKER EXPLAINS AIMS OF CONGRESS

Declares Movement National
and Not Sectional.

BIG BENEFITS WILL ACCRUE

Says Site for Proposed Building Was
Providentially Reserved for Pur-
poses to Which It Will Now Be De-
voted—Calls It Hallowed Ground.
Would Enlist Young Men.

John M. Parker, of New Orleans, guest
of the evening, and president of the
Southern Commercial Congress, said:

"I deeply appreciate the compliment
extended here to-night, not to me, but to
the organization that has honored me as
its president—not to me, because no cause
on earth has been dominated by any
one man is worth following, but when
we consider that this is a great big
national cause that will strongly appeal
to the man on the Pacific, the man on the
Atlantic, the man on the Gulf of Mexico,
and the man on the Gulf of Mexico, then
we have a cause on which we can all
unite, and by united, concentrated effort
carry it through to a successful consum-
mation productive of wonderful good to
the entire country.

"Concentration of her energies, intelli-
gent development, and wise conservation
of her undeveloped resources will trans-
form the South into the richest section
of the world.

Scattered Effort Fails.

"Better experience of previous organi-
zations has shown these results cannot
be secured by scattered and sporadic
efforts of individuals, corporations, or
local commercial organizations.

"In order to do effective work, a pow-
erful concentration of effort on the part
of all Southern commercial organizations
is necessary. To guarantee permanency,
a large endowment fund from which to
derive the needed revenues for operation
must be raised.

"To safely invest that fund where it
not only secures the maximum revenue,
the greatest safety and the certainty of a
material advance, with the assured en-
hancement of desirably situated property,
one of the choicest locations in the city
of Washington has been purchased.

"It is a significant coincidence that
that plot of ground, located one square
from the United States Treasury, for
over fifty years occupied by the St.
Matthew's Church, should have been the
spot selected by Charles Broadway Rous-
sell, to which fund for that purpose
he offered to subscribe \$500,000.

Site on Hallowed Ground.

"It is eminently fitting now to erect on
that hallowed ground the Southern Com-
mercial Congress Hall, whose revenues
will enable us to acquaint the people of
other sections of the United States and
of Europe with the commercial, agricul-
tural, mining, and manufacturing possi-
bilities of the South, and with their de-
velopment to cement closer the business
and friendship of all sections, while greatly
adding to the prosperity of the entire
nation.

"The city of Washington is pre-emi-
nently the place where we should have
headquarters from which we can distrib-
ute authentic information as to our
resources, our health, and our possibili-
ties.

"In that city we have our President,
our Senators, our Representatives, and
likewise, in common with the rest of the
nation, our great public buildings filled
with valuable compiled information which
the united people of the United States
will gladly 'help us help' use for our
mutual advantage.

South Not Understood.

"Due to lack of intelligent exploitation,
the South is less understood and more
misunderstood than any other region of
our country.

"We have more abundant resources, a
greater need for their development, and
fewer investing capitalists reliably in-
formed as to their opportunities than is
the case in any other section of our
country.

"Many earnest thinkers had these facts
deeply impressed on them while listening
to able speeches at the meeting of the
Southern Commercial Congress in Decem-
ber last, and have worked heart and
soul to bring to life that knowledge which
will prove so beneficial to the South and
to the nation.

"The Southern Commercial Congress
has high ideals and ambitions.

"We hope soon to have the resources
of the South compiled, State by State,
and every county in every State. These
resources will be compiled from the Geo-
logical Survey, showing what is under
the ground and the general topography;
from the Agricultural Department, show-
ing what is now being raised and what
can be produced; from the health de-
partment, showing our low mortality;
from the Weather Bureau, showing our
balmy climate; from the Census Depart-
ment, showing our rapidly settled coun-
try; from the United States Survey, show-
ing the vastness of our unpopulated area,
and from maps, showing location and
transportation facilities by rail and water.

"The facts could all be duly attested by
the proper official, and would doubtless
be certified by the friendly ambassadors
of those great European nations whose
sturdy pioneers founded our country.

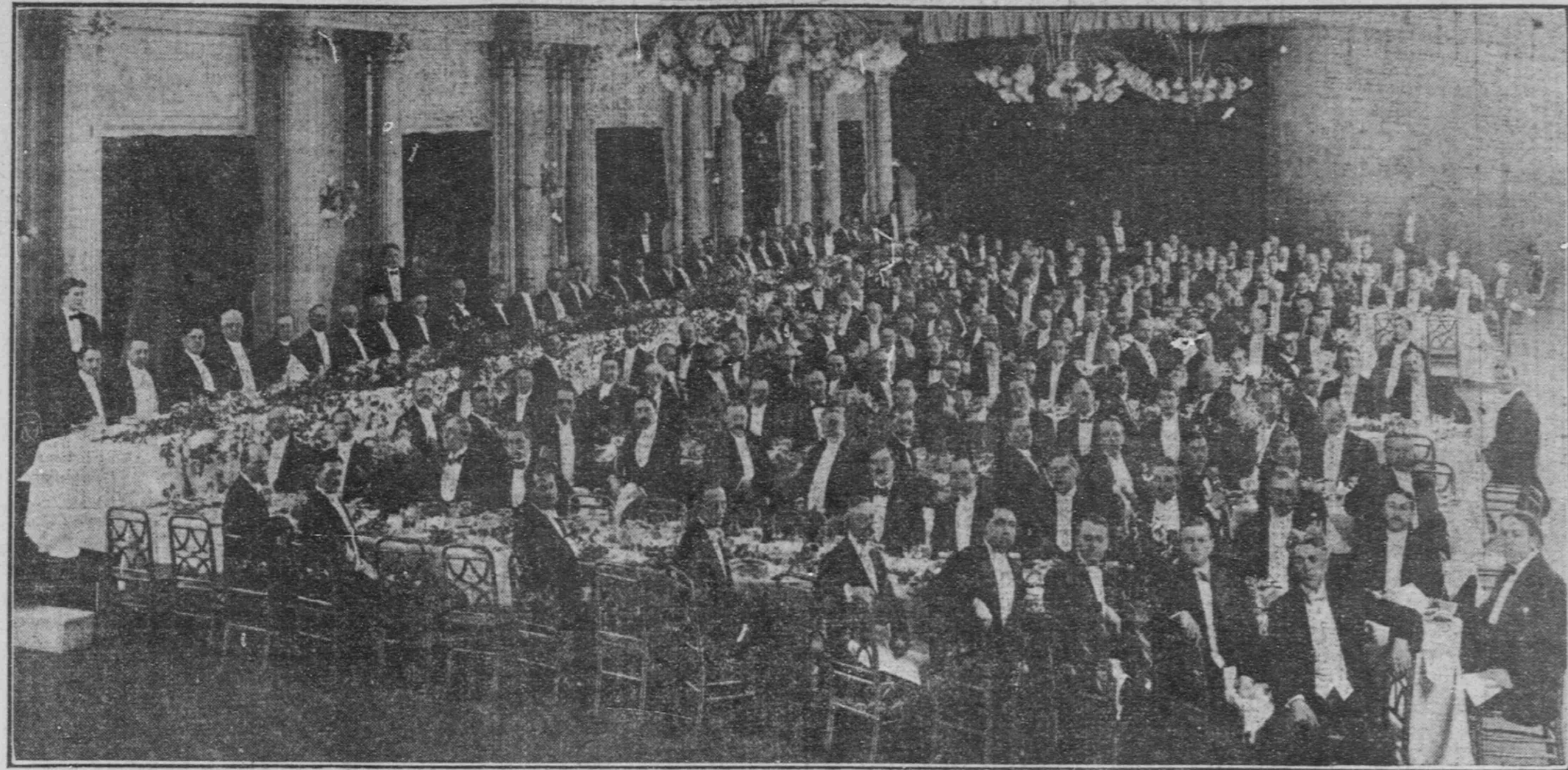
Facts Will Be Invaluable.

"This condensed information would be
invaluable to our people, and, in addition
to relieving the congestion of immigra-
tion at the North Atlantic ports, would
divert to our section that desirable class
of immigrants, who, in enriching them-
selves, would bring to us a class of
thrifty, energetic, and economical people,
who would add to the national prosperity.

"We will have in our new building the
Southern Club, which we trust will not
only be joined by Senators and Representa-
tives, but by distinguished Southerners
who live here, and that it will at all
times prove a welcome meeting-place for
our people.

"Fully appreciating the power of the
press, we would welcome the National
Press Club as one of our tenants, and
shall spare no effort, by providing for
their comfort and convenience, to draw
as many correspondents as possible to
our building. No set of men exert more
influence in molding public opinion, and
we believe when they know this is no
attempt to exploit any individual, but is
a great concentrated movement to bring
the whole country into closer business
and friendly relations, that space in even
our greatest papers will be gladly given
to 'help us help.' We can soon furnish

SCENE AT SOUTHERN COMMERCIAL CONGRESS BANQUET, MARCH 15, 1909.



Banquet room at the Willard Hotel as it appeared on the occasion of the complimentary dinner given by the Washington committee to John M. Parker, of New Orleans, president of the S. C. C.

Those seated at the speakers' table,
reading from left to right, are included
herewith: Maj. Spencer Cosby, District
Commissioner; Hon. W. R. Corwine, sec-
retary National Council of Commerce;
Hon. Hannibal Taylor, George Washington
University; Maj. Lowrey, Atlanta, Ga.;
Monsieur Thomas S. Lee, of St. Mat-
thew's Catholic Church; Hon. Henry L.
West, District Commissioner; Hon. Dun-

can U. Fletcher, Senator from Florida;
Hon. Judson C. Clements, Interstate
Commerce Commission; Dr. Charles W.
Needham, president George Washington
University; Hon. Robert L. Taylor, Sena-
tor from Tennessee; Hon. William War-
ner, Senator from Missouri; Hon. Robert
L. Henry, Representative from Texas;
Hon. F. G. Newlands, Senator from Ne-
vada; Charles Hall Davis, president

Chamber of Commerce, Petersburg, Va.;
Hon. Henry Cassaway Davis, of West
Virginia; John M. Parker (guest of
honor), of New Orleans; Charles A. Dou-
glas (chairman), member of Washington
committee; Thomas G. Boggs (toastmas-
ter), secretary Merchants and Manufac-
turers' Association, of Baltimore; Hon.
Joseph F. Johnston, Senator from Ala-
bama; W. V. Finley, president Southern

Railway; Hon. Joseph E. Ransdell, pres-
ident National Rivers and Harbors Com-
mission; Associate Justice White, of the
Supreme Court of the United States; Hon.
James B. McCreary, former Senator from
Kentucky; Hon. Seth Shepard, Chief Jus-
tice of the United States Court of Claims;
Gen. J. Franklin Bell, Chief of Staff, U.
S. A.; Rev. Samuel H. Greene, of Calvary
Baptist Church; Hon. Samuel H. Pike,

Senator from Washington; Hon. Francis
M. Cockrell, Interstate Commerce Com-
mission; Dr. Joseph Himmell, president
Georgetown University; Hon. E. D.
Smith, Senator from South Carolina; Hon.
Charles H. Treat, Treasurer of the United
States; Hon. W. G. Bradeley, of High
Point, N. C.; Hon. William B. Ridgely,
former Comptroller of the Currency; Hon.
H. M. Claiborne, Chief Justice of the Su-
preme Court of the District of Columbia.

NEEDS THEIR TRADE.



JOHN BARRETT,
Director Bureau of American Republics.

May I take advantage of the
opportunity to state that I hope,
not only in my capacity as an in-
ternational officer, but as the
head of an international institution
which is vitally concerned
with the extension of Ameri-
can commerce and prestige, to get
into closer touch with the South-
ern Commercial Congress.

There is no greater opportu-
nity beyond our own shores for
building up the prosperity of the
South than that of promoting its
trade with our sister republics to
the south of us and taking ad-
vantage of the construction of
the Panama Canal. With that
field the International Bureau is
more intimately concerned than
any other institution in the
world, and to-day it is accom-
plishing remarkable results in
bringing about closer ties of
comity and commerce among all
the American nations.

It is of the utmost importance
that all the Southern States
should awaken to the mighty po-
tentialities and possibilities of
the twenty countries which lie to
the south of us, and to the mar-
kets on the west coast of South
America and of Central America
which will be opened to us on
the completion of the Panama
Canal.

JOHN BARRETT.

WILL COMPEL ATTENTION.

Union of Forces Sought Which Will
Attract Eyes of the World.

The great resources of the South, being
facts, are incontrovertible. The great
growth of the South depends upon seeing
these facts in their connection with each
other. The proper realization of their
meaning must bring the South commercial
greatness.

Shall that commercial power have a
voice at the National Capital representa-
tive enough to command attention, or
shall individuals work painfully through
for individual advantage amid the diffi-
culties of Washington, as they have
hitherto done, or shall there be such a
union of forces throughout the South as
to compel national attention?

The answer must be a co-operative
movement, for without co-operation an
individual simply remains an individual
and has only the power of one person.

GAIN OF ONE AIDS ALL.

South Slowly Learns Its First Les-
son in Co-operation.

If all our real estate men were to re-
alize that the gain of one is the gain of all;
if all our bankers were to realize that
there is something more to be desired
than the individual prosperity of one
bank, and that is the prosperity of all
banks, the first lessons in co-operation
would have been learned.

If each commercial body could come to
realize that the growth of one portion
of the South through honest endeavor
would make the growth of the rest of the
South more easy, then we would have the
beginning of a mighty co-operation.

If every State in the South realized
that her greatest strength rested in neigh-
borly pleasure over the riches and devel-
opment of every other State, then we
should approach a mighty South.

WILL WORK FOR THE SOUTH.

S. C. C. Gathers Local Effort and Dis-
tributes It to Whole Section.

The underlying financial idea of the
Southern Commercial Congress "is as
simple and straightforward as that of
a commercial club or chamber of com-
merce at any point in the South. Com-
mercial organizations of the South are
maintained for the purpose of bringing
specific benefits to their own commu-
nities.

The men who maintain these com-
mercial organizations do so not because
the organization will bring back direct re-
sults to them, but because the gain of one is
the gain of all, and those who maintain
the organization gain indirectly. The
Southern Commercial Congress is a sum-
ming up of all efforts being made by the
commercial bodies of the South for the
purpose of doing for the whole South
that which no local organization can ac-
complish.

The maintenance of the Southern Com-
mercial Congress will come along pre-
cisely the same lines as local commercial
clubs are maintained.

HOPE LIES IN GOOD MEN.

South Needs Young Fellows of Great
Faith and Determination.

The hope of the South lies with men who
see the possibilities of a majestic devel-
opment and who work patiently to produce
that development, though their own eyes
may close in death before the development
arrives. The hope of the South is in its
statesmen that are and that are to be.
The hope of the South rests with young
men of fervid purpose and great vision,
who, forgetting the things that are be-
hind, except as a challenge to their own
determined, self-sacrificing heroism, face
the future and declare that peace shall
have its victories more notable than war.

Promises His Help.

I trust that you will consider me in any
further undertaking of business in the in-
terest of our country, and especially of
the South.

CECIL MORGAN,
Vice President Commercial National Bank, Marion,
Ga.

TO TEACH SELF-HELP.



JAMES B. MCCREARY,
Former Senator from Kentucky.

In my opinion, the purpose of
the Southern Commercial Congress
should be to educate the
people of the South regarding
their immense natural resources,
assisting them where possible to
develop these resources by prop-
erly interesting capital both of
that section and elsewhere, and
to aid manufacturing and com-
merce in that section in every
possible manner through the re-
spective commercial organiza-
tions of the cities of the South.

JAMES B. MCCREARY,
Former Senator from Kentucky.

Co-operation the Keynote.

The problem of the South's development
and proper recognition is such a vast one
that no one man can solve it and no one
group of men can solve it. It is to be
solved by a majestic word found only in
an advanced state of civilization—that
word is co-operation.

HEAD OF SOUTHERN COMMERCIAL CONGRESS.



JOHN M. PARKER, of New Orleans.

S. C. C. LAUNCHES BIG ENTERPRISE

Will Boost Southern States
on National Lines.

CENTER TO BE AT CAPITAL

Operations on New Building Will
Commence Within a Month and
Proceed as Rapidly as Practicable.
Congress Organized Under Trust
Agreement to Protect Endowment.

It is announced by G. Grosvenor Dawe,
managing director of the Southern Com-
mercial Congress, that, according to
present plans, the work of removing the
old St. Matthew's Church building, at the
corner of Fifteenth and H streets north-
west, will be started before the end of
May.

As soon thereafter as practicable the
foundations of the new building will be
laid, and the executive committee of the
congress anticipates laying the corner
stone of the building, with appropriate
ceremonies, on the first anniversary of
the meeting of the congress in Washing-
ton, December 6, of this year.

Will Bring Quick Results.

This programme carried out will result
in quick realization of a scheme so large
and important as that of the Southern
Commercial Congress, which contemplates
the publication to the world of the re-
sources of the Southern States and their
exploitation as a field of investment and
industrial enterprise. The plan in brief
is to establish the headquarters of the
congress in Washington on neutral terri-
tory, and from this headquarters to work
consistently for the upbuilding of the
South, in whole and in part, along lines
which commend themselves to the judg-
ment of far-seeing men of affairs.

The plan is to supplement scattered ef-
fort in small localities and get at the
problem in its larger relations to the
nation and the commercial world, placing
local development as a corollary, natural
and necessary, to the main proposition.
The plan in a sense is a reversal of the
ancient process of State and nation build-
ing through the slow development of the
town, the township, and the county.

This latter method of growth was
suited to the earlier ages, but since the
world is smaller to-day than a State was
once, since business and commercial
methods have been revolutionized, it be-
comes necessary now to work from the
top downward if anything truly great
for the South is to be accomplished.
That is the slogan of the Southern Com-
mercial Congress, that as an important
integer in the great national
and world development movements going
on with irresistible force, and looking
after peanuts, tobacco, cotton, rice, lum-
ber, ramie, copper, iron, transportation,
and local work as incident to that.

Constitution of Congress.

The constitution and trust agreement
of the Southern Commercial Congress is
a carefully drawn legal document, pre-
pared by Charles Hall Davis, of Peters-
burg; Walter Denegre, of New Orleans;
and Washington; Charles A. Douglas,
of Bristol, Tenn.; and Washington, in
consultation with John M. Parker and
other members of the executive and
Washington committees.

This paper provides in legal form for
the organization of the Southern Com-
mercial Congress and the handling under
a trust agreement of all contributions
made to the Southern Commercial Con-
gress. The purpose of the trust agree-
ment is that the corpus of the endow-
ment fund shall be kept intact, and that
solely the revenues thereof shall be
available to the congress, either in its
incorporated or unincorporated form, for
its operating expenses. The purpose of
this trust agreement is to accomplish
the complete safeguarding of the fund
to be raised by the congress against pos-
sible diversion from its original purpose,
and at the same time to provide annually
a substantial sum for carrying on the
work of the congress in behalf of the
South.

Its Purposes and Objects.

The purposes for which the Southern
Commercial Congress is formed are as
follows:

To promote and develop the industrial
commercial interests of the following
sixteen Southern States: Alabama, Ark-
ansas, Florida, Georgia, Kentucky, Louisi-
ana, Maryland, Mississippi, Missouri,
North Carolina, Oklahoma, South Caro-
lina, Tennessee, Texas, Virginia, and
West Virginia.

To collect and state authoritatively the
facts in regard to the resources and con-
ditions of the said States.

To interpret the meaning of such re-
sources and conditions.

To create and foster an intelligent pub-
lic interest in the conditions existing in
these States, and in the growth and im-
provement of the same.

To collect and disseminate information
regarding the resources and conditions of
the South, the opportunities and advan-
tages offered in the South for the safe and
profitable investment of capital, the at-
tractions offered in the South to the home
seeker, artisan, and laborer, and the im-
portance to the national government of
enacting proper legislation looking to the
conservation of the natural resources of
the South, and the improvement of its
rivers, harbors, and transportation facili-
ties.

Will Invite Outside Capital.

To present to outside capital true and
accurate statements regarding the re-
sources, conditions, and opportunities,
and to induce such capital to seek in-
vestment in this territory.

To encourage and obtain the estab-
lishment in the South of commercial,
manufacturing, industrial, and other en-
terprises, and to foster those already
existing therein.

To encourage, promote, and foster the
creation and establishment of financial
institutions and organizations, whose en-
ergies shall be principally directed to-
ward the development of the material
resources of the South.

To encourage, promote, and foster the
development of the resources of the
South with its own capital and by its
own inhabitants.

To promote and develop proper immi-
gration to the South and to promote and
foster the establishment of such organi-
zations as may bring about the develop-
ment of such immigration.

To encourage, foster, and develop pa-
triotic and national sentiment through-
out the South.

Continued on Page 2, Column 6.